

# Medium to Large Deals in Pipeline: Total # Jobs Economic Development

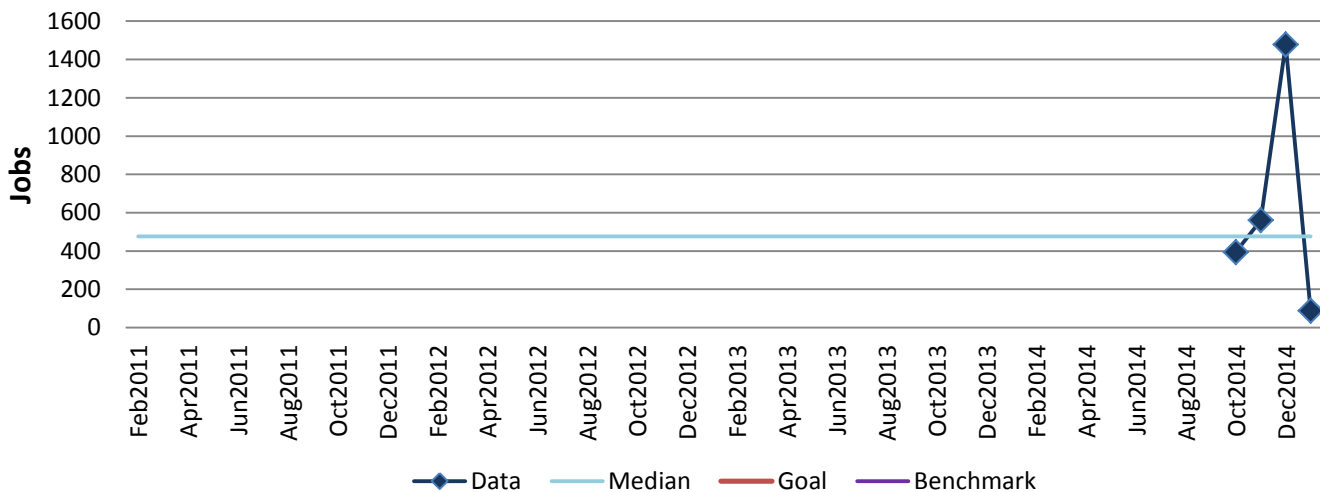


KPI Owner: Rebecca Fleischaker

Process: Business Attraction

| Baseline, Goal, & Benchmark                              |                                    | Source Summary   | Continuous Improvement Summary   |                |  |
|--|------------------------------------|--|--|----------------|--|
| Baseline: TBD<br>Goal: TBD<br><br><br><br>Benchmark: TBD |                                    | Data Source: Salesforce<br><br><br>Goal Source: TBD<br><br><br>Benchmark Source: TBD | Plan-Do-Check-Act Step 1: Define the problem<br><br>Measurement Method: Sum of company reported data<br><br><br>Why Measure: Relevant to economic impact<br><br>Next Improvement Step: Increase total number of jobs |                |  |
| How Are We Doing?  |                                    |  |  |                |  |
| Feb2014-Jan2015<br>12 Month Goal                         | Feb2014-Jan2015<br>12 Month Actual |  | Jan2015 Goal   | Jan2015 Actual |  |
| TBD  | 2,519                              |  | TBD  | 87             |  |
| Jobs   | Jobs                               |  | Jobs   | Jobs           |  |

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.